

EXHIBIT Q

Holiday INN Webster

PROFIT AND LOSS

January - December 2019

	TOTAL
Income	
4000 Room Sales	2,187,538.38
4010 Food & Beverage Sales	192,901.03
Sales of Product Income	21,722.61
Total Income	\$2,402,162.02
Cost of Goods Sold	
5010 Cost of Goods Sold - Food & Beverage	
5010.1 Alcohol expense	18,095.49
5010.2 Food & Supplies COGS	93,566.20
Total 5010 Cost of Goods Sold - Food & Beverage	111,661.69
5020 Cost of Labor - Hotel	
5020.2 Wages	524,565.99
5020.3 Officer's Wages	187,780.10
Total 5020 Cost of Labor - Hotel	712,346.09
5021 Supplies and Materials - Hotel	1,226.97
5022 Laundry supplies	15,564.08
Total 5021 Supplies and Materials - Hotel	16,791.05
5030 Operational Franchise Fees	336,476.97
Total Cost of Goods Sold	\$1,177,275.80
GROSS PROFIT	\$1,224,886.22
Expenses	
6000 Advertising	1,512.46
6001 Promotional	107.28
Total 6000 Advertising	1,619.74
6010 Auto Expense	
6011 Vehicle expense	14,934.70
Total 6010 Auto Expense	14,934.70
6100 Computer Lease	4,105.62
6200 Bank Charges & Merchant Fees	
6201 Bank Charges	2,116.03
6202 Merchant & CC Fees	12,129.63
Total 6200 Bank Charges & Merchant Fees	14,245.66
6300 Business Supplies	342.99
6301 Office Supplies/ Expense	10,517.42
6302 Lobby Materials	2,801.23
6303 Postage	107.00
6304 Kitchen Supplies	1,523.16
6310 Stationery & Printing	25.50

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6320 Guest Services	9,432.66
6321 Dry Cleaning	1,751.84
Total 6320 Guest Services	11,184.50
Total 6300 Business Supplies	26,501.80
6330 Housekeeping Supplies	1,859.41
6350 Shipping and Delivery Expense	33.04
6380 Employee Benefits	
6381 401K Employer Match	13,541.65
6382 Employee Meals	2,673.39
Total 6380 Employee Benefits	16,215.04
6400 Insurance	
6410 Insurance - Disability	1,526.00
6420 Insurance - Liability	135,286.55
6490 Insurance Biil and Delores	0.00
6491 Life Insurance	4,500.00
6499 Insurance Cheryl Health	0.00
Total 6400 Insurance	141,312.55
6450 Interest Expense	407,515.02
6500 Dues & Subscriptions	2,447.50
6600 Legal/Professional/Accounting Fees	
6601 ADP Payroll Fees	0.00
6601.1 Payroll fees	9,254.66
Total 6601 ADP Payroll Fees	9,254.66
6602 Legal & Professional Fees	4,416.00
6604 Accounting Fees	15,151.25
Total 6600 Legal/Professional/Accounting Fees	28,821.91
6700 Meals and Entertainment	821.82
6701 Travel Meals	354.10
Total 6700 Meals and Entertainment	1,175.92
6720 Security	108.20
6750 Travel	6,103.96
6780 Repair & Maintenance	16,600.84
6781 Pest control	3,117.35
6782 Plumbing	7,573.03
6783 Computer Repairs & Maintenance	1,847.05
6784 Landscaping & Lawn Maint	1,721.50
6784 Landscaping & Lawn Maintmaint	1,178.49
6785 Maintenance Supplies	49,035.26
6786 Tools	1,362.80
6787 HVAC Repair and Maint.	18,156.62
6788 Building Repairs	26,592.79

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6790 Equipment Repairs	5,508.78
Total 6780 Repair & Maintenance	132,694.51
6800 Utilities	
6810 Cable	18,692.69
6820 Gas & Electricity	94,487.67
6830 Telephone	6,385.41
6840 Internet	3,633.06
6850 Water	33,540.76
6860 Waste & Disposal Fees	4,337.04
Total 6800 Utilities	161,076.63
6900 Taxes & Licenses	
6901 Payroll Taxes	54,930.33
Total 6900 Taxes & Licenses	54,930.33
6902 Occupancy tax	277,129.72
6910 State Tax	8,332.00
6940 Property Tax Paid	
6941 Real Property	189,387.84
Total 6940 Property Tax Paid	189,387.84
Uniforms	201.09
Total Expenses	\$1,490,752.19
NET OPERATING INCOME	\$ -265,865.97
Other Income	
7000 Interest Income	67.46
7002 Amex Savings	251.57
7003 GE Capital	1,149.34
7004 BBVA	7,346.59
Total 7000 Interest Income	8,814.96
Total Other Income	\$8,814.96
Other Expenses	
8010 Amortization Expense	3,633.00
8020 Depreciation Expense	384,328.00
9000 - Bad Debt Expense	11,007.30
Fines and Penalties	1,711.00
Total Other Expenses	\$400,679.30
NET OTHER INCOME	\$ -391,864.34
NET INCOME	\$ -657,730.31